



White Sands Missile Range

Briefing for Industry (BFI)

Forrest J. Dozier, Jr.

Technical Industrial Liaison Officer (TILO)

CSTE-DTC-WS-RM-P (505) 678-3715

White Sands Missile Range, NM 88002

dozierf@wsmr.army.mil

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Briefing Outline

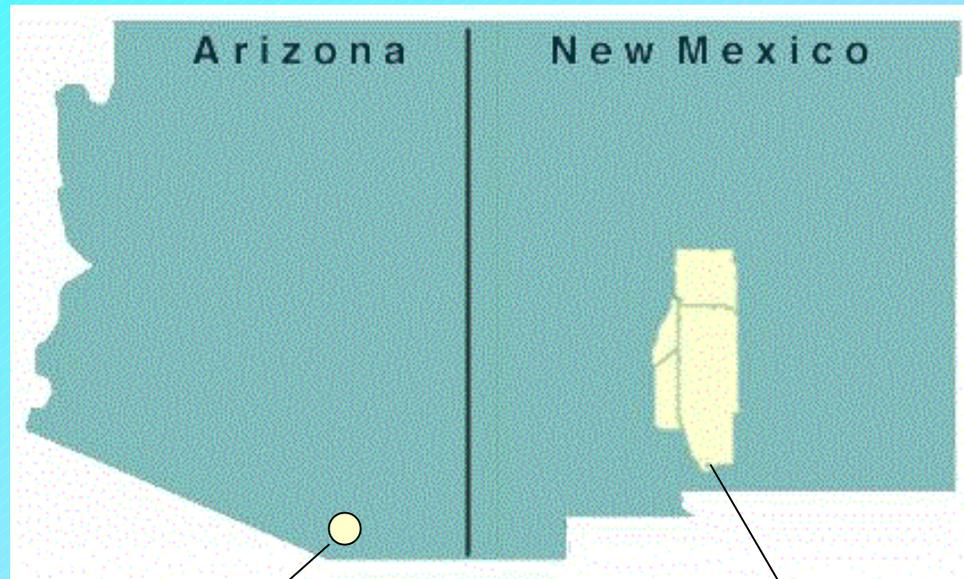
➔ ➤ Introduction

➤ Contracting Potentials

➤ Points of Contact and Internet Addresses



Location

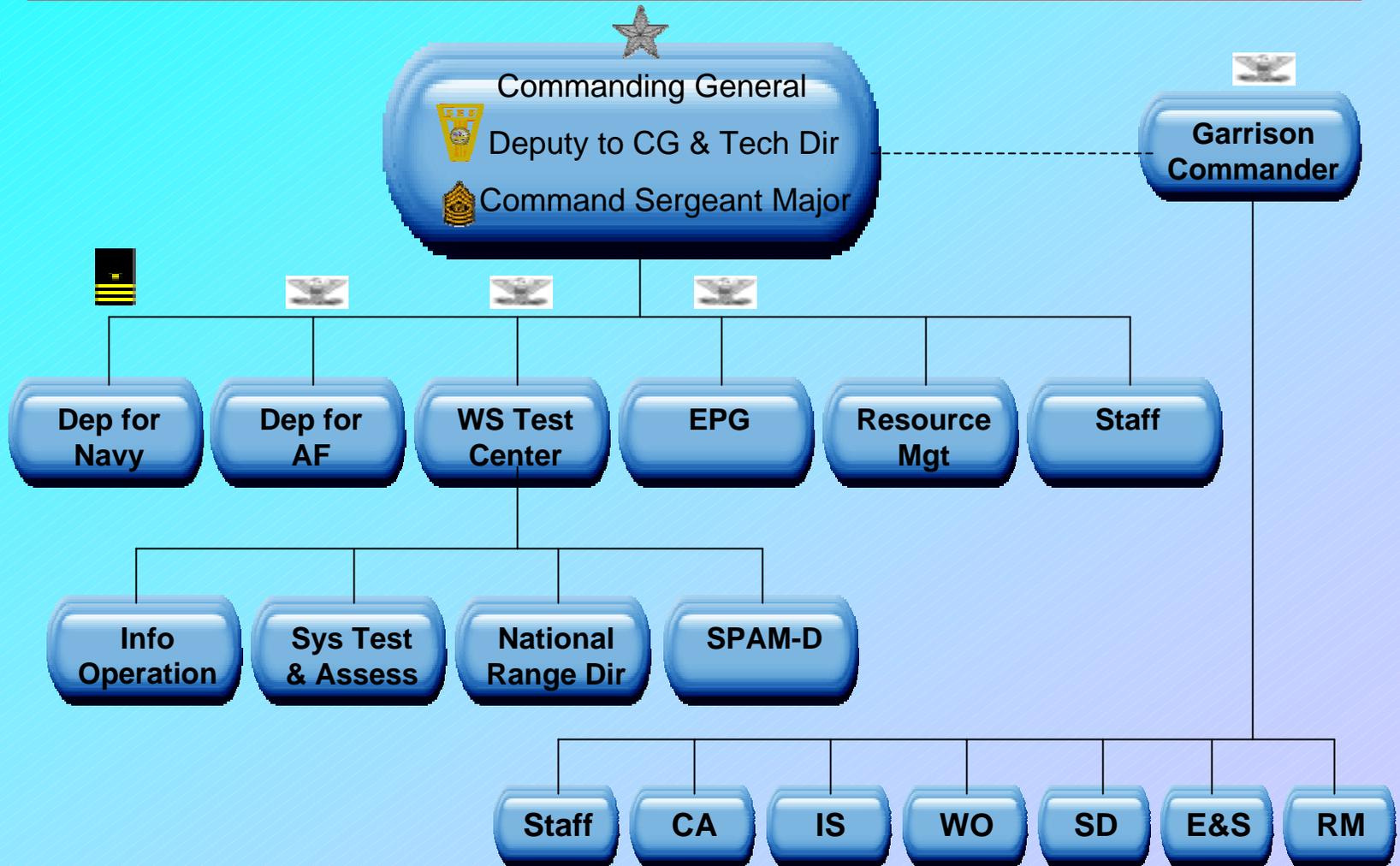


Electronic Proving Ground

White Sands Missile Range

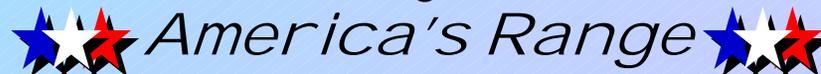


Organization as of Jan 03



- Tenants
- AF
- Navy
- NASA
- HELSTF
- ARL
- TRAC
- CCM
- NIMA
- ACA
- DTRA

Not an Official Organizational Chart





Mission

- **The U.S. Army White Sands Missile Range provides quality test, evaluation, research, assessment, and other technical services to the acquisition programs of the Army, Navy, Air Force, DOD, Other Government Agencies, U.S. Companies, and Foreign Allies.**



Thrusts

- **Operate two Major Range and Test Facility Bases (MRTFB)**
 - ◆ **WSMR - Testing and analysis of rockets, munitions, missile systems and sensors, and space systems**
 - ◆ **EPG - Testing Command, Control, Communications, Computers, Intel (C4I) and Unmanned Aerial Vehicle (UAV) Systems**
- **Testing for Nuclear Effects and Electromagnetic Interference (EMI)**
- **Instrumentation Development**
- **Modeling and Simulation and Virtual Proving Ground**
- **Significant synergy with tenants - Air Force, Navy, NASA, HELSTF, ARL, TRAC, CCM**



Test Programs Supported

- **Army Patriot variants**
- **Joint Air-to-Surface Standoff Missile (JASSM)**
- **Navy Standard Missile**
- **Force XXI Battle Command Brigade and Below (FBCB2)**
- **NASA Space Shuttle Training**
- **Tactical Radios and Communications Systems**
- **Navy Extended Range Guided Munition (ERGM)**
- **Air Force Airborne Laser**
- **Joint Direct Attack Munition (JDAM)**
- **Army Tactical Missile System (ATACMS)**
- **Air Force Advanced Medium Range Air to Air Missile (AMRAAM)**
- **Defense Threat Reduction Agency (DTRA) Testing**
- **Combat Survivor/Evader Locator (CSEL) System**

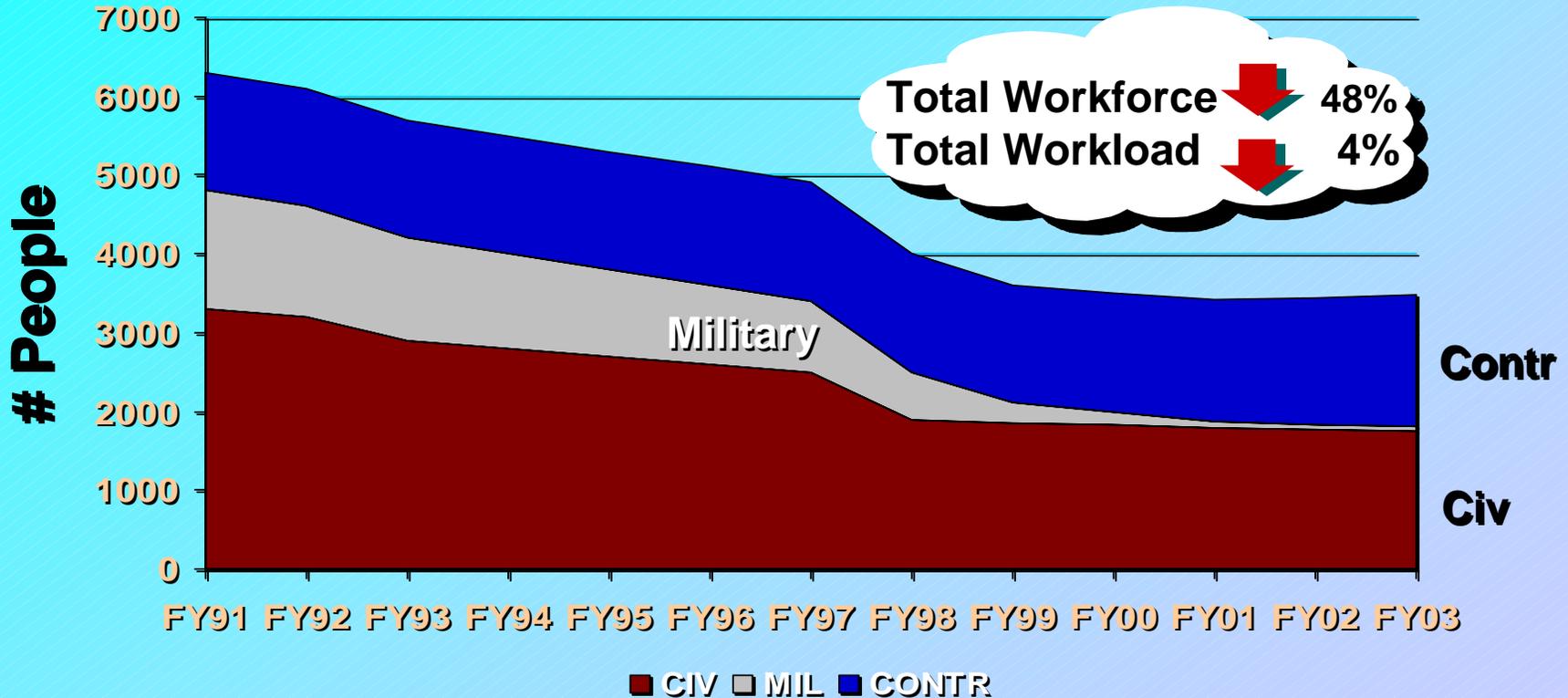


Test Programs Supported

- Unmanned Aerial Vehicles (UAVs)
- Multiple Launch Rocket System (MLRS) family
- NASA Research Rockets
- Tactical High Energy Laser (THEL)
- Army Stryker
- Liquid Propellant Rockets
- Navy Tactical Tomahawk
- Line-of-Sight Anti-Tank (LOSAT)
- Theater High Altitude Area Defense System (THAAD)
- Air Force AIM-9
- HERA Theater Missile Defense (TMD) Target
- DARPA Netfires
- Prophet
- Compact Kinetic Energy Missile
- Commercial, Private Sector, Other Gov Agencies



Workload/Personnel Trends



Reliance on contractors to handle workload/personnel imbalance through ongoing technology advances (Technology Insertion), automation, modernization, efficiencies, and services.

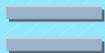
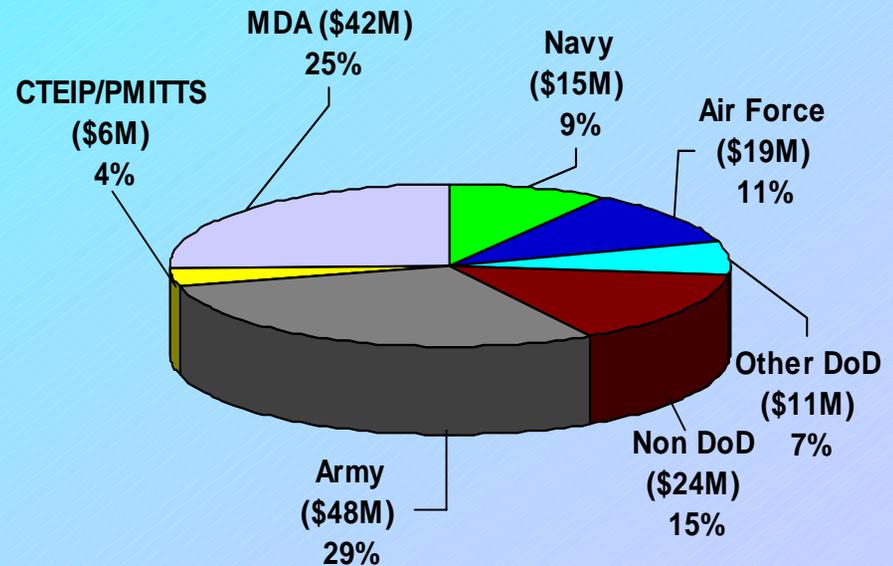
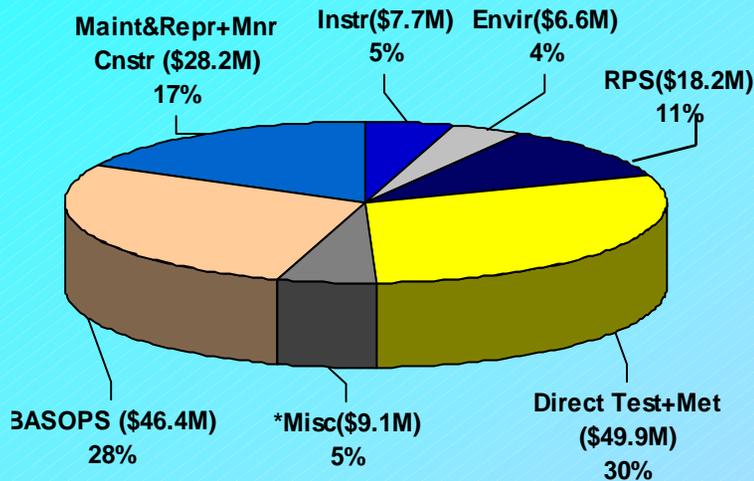


FY03 Funding Sources

Institutional \$166M (50%)



Reimbursables \$165M (50%)

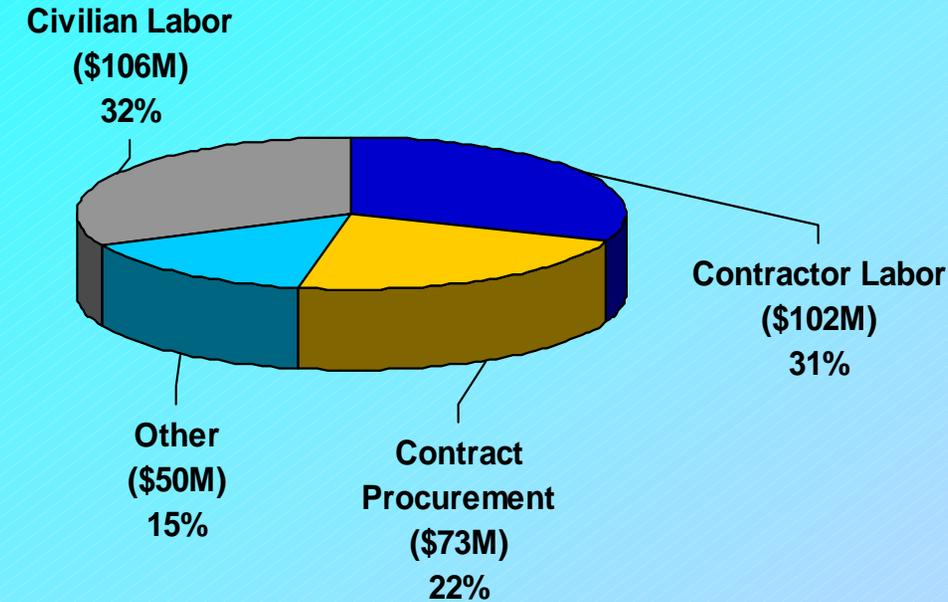


Total Obligational Authority = \$331M

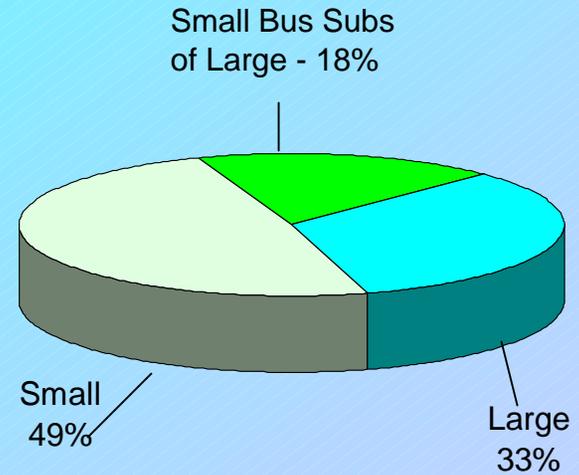
NOTE: Total WSMR funds (including tenants) ≈ \$500M



FY03 Breakout



Account Breakout (\$331M)



Contract Breakout By Business Type



Briefing Outline

➤ Introduction

➡ ➤ Contracting Potentials

➤ Points of Contact and Internet Addresses



Important Notes...

- **Being a Sub to a large contractor provides major opportunities**
- **Considerable business through Credit Card and Simplified Small Purchases**
- **E-Commerce and Internet capability is critical**
- **Priorities can change, and contractual durations and options can change**
- **Funding, when shown, is rough ball-park; government cost estimates are not shown**



Funding Types

- **Direct Test Support (DTS)**
- **Other DOD**
- **Base Operations (BASOPS)**
- **Office of National Drug Control Policy/Counterdrug Technology Assessment Center (ONDCP/CTAC)**
- **Small Business Innovation Research (SBIR)**
- **Major Construction - Army (MCA)**



DTS

- **TITLE:** Target Control Support Services
- **OBJECTIVE:** Provide operation, maintenance, engineering, and other support of systems and equipment used for target (ground and aerial) control.
- **CONTRACT TYPE:** Fixed Price Level of Effort, Award Fee, Award Term
- **ESTIMATED COST:** TBD
- **DURATION:** TBD
- **RFP RELEASE:** 1st Qtr FY04
- **ESTIMATED AWARD DATE:** 2nd Qtr FY 04
- **SMALL BUSINESS SET ASIDE:** Yes, or 8(a) Competitive
- **POC:** Mr. Edwin Guthrie, (505) 678-4526



Other DOD

- **TITLE:** Center for Counter Measures Support Services
- **OBJECTIVE:** Engineering and analysis efforts to support CM and CCM test and analysis activities applicable to all precision guided weapons systems, subsystems, and related components.
- **CONTRACT TYPE:** Firm Fixed Price with Cost Line Items
- **ESTIMATED COST:** \$23M
- **DURATION:** 15 Year (1 yr base, 2 – 1 yr opt, 12 award terms)
- **RFP RELEASE:** Sep 03
- **ESTIMATED AWARD DATE:** Nov 03
- **SMALL BUSINESS SET ASIDE:** Yes
- **POC:** Mr. Edwin Guthrie, (505) 678-4526



BASOPS

- **TITLE:** Automotive Maintenance and Aircraft Refueling at Holloman AFB
- **OBJECTIVE:** Contractor efforts are required in three areas: Maintenance and repair of automotive type vehicles, dispatch of vehicles, and refueling of Army aircraft (fixed and rotary wing).
- **CONTRACT TYPE:** FFP with Reimbursable Elements
- **ESTIMATED COST:** \$500K
- **DURATION:** 5 Year (1 year base, plus 4 – 1 yr opt)
- **RFP RELEASE:** 3rd Qtr FY03
- **ESTIMATED AWARD DATE:** 4th Qtr FY 03
- **SMALL BUSINESS SET ASIDE:** Yes
- **POC:** Mrs. Maxine Via, (505) 678-1655



BASOPS

- **TITLE:** Environmental Services
- **OBJECTIVE:** To provide environmental clean-up, pollution prevention, compliance, stewardship, conservation, and range management in the areas of cultural and natural resources, and environmental sciences to provide environmental quality.
- **CONTRACT TYPE:** Fixed Price Level of Effort, Award Fee, Award Term
- **ESTIMATED COST:** \$37M
- **DURATION:** 8 Year (1 yr base, 2 – 1 yr opt, 5 award terms)
- **RFP RELEASE:** 2nd Qtr FY04
- **ESTIMATED AWARD DATE:** 3rd Qtr FY 04
- **SMALL BUSINESS SET ASIDE:** Competitive 8(a)
- **POC:** Mr. Edwin Guthrie, (505) 678-4526



BASOPS

- **TITLE:** Inbound/Outbound of Household Goods
- **OBJECTIVE:** Provide for the preparation and movement, both Inbound and Outbound, of personal property of personnel living at White Sands Missile Range.
- **CONTRACT TYPE:** Firm Fixed Price Requirements
- **ESTIMATED COST:** <\$100K
- **DURATION:** 2 Years
- **RFP RELEASE:** 4th Qtr FY04
- **ESTIMATED AWARD DATE:** 1st Qtr FY 05
- **SMALL BUSINESS SET ASIDE:** Yes
- **POC:** Mrs. Maxine Via, (505) 678-1655



BASOPS

- **TITLE: GSA Automotive Maintenance**
- **OBJECTIVE: Perform scheduled maintenance and repairs to GSA vehicles at White Sands Missile Range (Main Post Area), Holloman AFB, and Stallion Range Center (northern part of WSMR).**
- **CONTRACT TYPE: Fixed Price Requirements**
- **ESTIMATED COST: TBD**
- **DURATION: 5 Years (1 year base, plus 4 – 1 yr opt)**
- **RFP RELEASE: Jul 03**
- **ESTIMATED AWARD DATE: Sep 03**
- **SMALL BUSINESS SET ASIDE: Yes**
- **POC: Mrs. Maxine Via, (505) 678-1655**



ONDCP/CTAC

- **TITLE:** R&D in Illicit Drug Demand Reduction & Support
- **OBJECTIVE:** Science and technology-based initiatives that will contribute to the development and applications of technology to support: drug abuse prevention and treatment research, enhancement of the understanding of the effects of drugs on the body, understanding genetic-based aspects of drug addiction and susceptibility, and using statistical database methods for assessing and monitoring drug addiction.
- **CONTRACT TYPE:** Varies
- **ESTIMATED COST:** Varies
- **DURATION:** Varies
- **RFP RELEASE:** Broad Area Announcement (BAA) TBD
- **ESTIMATED AWARD DATE:** Varies
- **SMALL BUSINESS SET ASIDE:** No
- **POC:** Mr. Charles Fahs (520) 538-4895



SBIR

- **TITLE: Variable Cold-Stop for Multi-Band IR Imagers**
- **OBJECTIVE: Develop a cold-stop for an existing IR camera in the 3um to 5um range with a minimum resolution of 640x512 pixels and a desired frame rate of 100 to 300 fps. The adjustable cold stop is to accommodate a variety of lenses from f-4 to f-10.**
- **CONTRACT TYPE: Firm Fixed Price (FFP)**
- **ESTIMATED COST: Up to \$100K**
- **DURATION: 6 Months (Phase 1)**
- **ESTIMATED RFP RELEASE: 01 Jul - 13 Aug 03**
- **ESTIMATED AWARD DATE: Nov - Dec 03**
- **SMALL BUSINESS SET ASIDE: Yes**
- **POC: Mr. Rudy Garcia, (505) 678-5755**



MCA Potentials

FY04 – FY 10 POM Submittal

➤ Branch Fire Station	*
➤ Vehicle Maintenance Facility (EPG)	\$11M
➤ Physical Fitness Center	\$10M
➤ Launch Complex Revitalization Phase II	\$20M
➤ War Road Revitalization	\$40M
➤ Child Develop Center for Children 6-10	\$7M
➤ Radiographic/Metallurgical Test Facility	\$5M
➤ Launch Complex Revitalization Phase III	\$15M

* FY04 Unspecified Minor MCA project - \$1.5M or less.

Note: Request for Proposals (RFPs) for these efforts will come from the Corps of Engineers (COE).



Simplified Purchases

A Few Examples...

➤ Supplies:

- ◆ Computer hardware, software, and accessories
- ◆ Office furnishings
- ◆ Video systems, players, recorders, projectors, VTC equipment
- ◆ Various compressed gases
- ◆ Electronic Items - power supplies, converters, batteries, amplifiers, cable, connectors, interface boards, modules, and TMDE



Simplified Purchases - Con't

A Few Examples...

➤ Services

- ◆ Repair of ADP, mobile, fiber optic, electrical and electronic equipment
- ◆ Lease of copiers and office equipment
- ◆ Sign language interpreters
- ◆ Equal Employment Opportunity EEO Counselor



Other Potentials

- **Subcontracting opportunities for supplies, services, and construction**
- **Basic Ordering Agreements (BOAs) - over 70 have been placed in recent months**
- **Studies**



A Look Ahead...

A Few Examples:

<u>Contract Title</u>	<u>Expiration</u>
TRAC Systems Engineering Support	Mar 2005
General Purpose Instrumentation Vans	Apr 2005
Base Operations Support Services	May 2005
Maint & Repair of Electrical Distribution Sys	Jun 2005
Support Services for WSMR	Mar 2006
Test Engineering and Analysis Services	Sep 2006
Copier Service	Sep 2006
Base Operations Construction	Jun 2007



A Look Ahead - FCS...

Potential Support to Future Combat Systems (FCS):

- A fleet of small, networked, remotely operated pan and tilt optical tracking systems to track ground and aerial targets (wide field visualization). Also, distance only radar or laser trackers added to existing optics mounts to provide single station TSPI for airborne objects (narrow field visualization)
- Improvements in radar sensitivity to track un-augmented UAV targets with small RCS
- Secure laser communication devices
- Robotic instrumentation platforms to travel along with FCS elements to provide imagery and other data



A Look Ahead - FCS...

- **Provide Electronic Attack (EA) environments**
- **Testing the effects of threat laser systems on FCS optical systems (optical, FLIR, and laser communications)**
- **Instrumentation to conduct E3 testing of FCS platforms (particularly aerial), RF weapons survivability testing, and HEMP testing**
- **Capability to simulate/stimulate the information exchange between C4I components of FCS systems via message generators. Also, an integrated set of C4I test tools for C2 to support FCS testing (distributed tests, demos, and training exercises)**
- **GPS tracking to aid low altitude & ground tracking**
- **Increase WSMR's capability to determine radiation induced degradation on electronic piece parts**



Summary of Detailed Contract Potentials

<u>Procurement</u>	<u>RFP</u>	<u>Value</u>	<u>POC</u>
Target Control Support Services	1 st Q 04	TBD	Mr. Edwin Guthrie (505) 678-4526
Center for Counter Measures Support Services	Sep 03	\$23M	Mr. Edwin Guthrie (505) 678-4526
Automotive Maintenance and Aircraft Refueling at HAFB	3 rd Q 03	\$500K	Mrs. Maxine Via (505) 678-1655
Environmental Services	2 nd Q 04	\$37M	Mr. Edwin Guthrie (505) 678-4526



Summary of Detailed Contract Potentials

<u>Procurement</u>	<u>RFP</u>	<u>Value</u>	<u>POC</u>
Inbound/Outbound of Household Goods	4 th Q 04	<\$100K	Mrs. Maxine Via (505) 678-1655
GSA Automotive Maintenance	Jul 03	TBD	Mrs. Maxine Via (505) 678-1655
R&D in Illicit Drug Demand Reduction	Varies	TBD	Mr. Charles Fahs (520) 538-4895
Variable Cold-Stop for Multi-Band IR Imagers	4 th Q 03	<\$100K	Mr. Rudy Garcia (505) 678-5755



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Points Of Contact

Chief of the Army Contracting Agency, White Sands Dir of Contracting:

Cheryl A. Cretin

Voice: 505-678-7307

FAX: 505-678-4975

E-mail: cretinca@wsmr.army.mil

Commander

U.S. Army Contracting Agency

White Sands Directorate of Contracting

ATTN: SFCA-SR-WS (Mrs. Cretin)

Bldg 143, 2nd Floor, Crozier Street

White Sands Missile Range, NM 88002

Small Business Advisor:

Ron Taft

Voice: 505-678-1401

FAX: 505-678-3883

E-mail: taftr@wsmr.army.mil

Commander

U.S. Army Contracting Agency

White Sands Directorate of Contracting

ATTN: SFCA-SR-WS (Mr. Taft)

Bldg 143, 2nd Floor, Crozier Street

White Sands Missile Range, NM 88002



Points Of Contact – Con't

Technical Industrial Liaison Officer (TILO):

Forrest J. Dozier, Jr.

Voice: 505-678-3715

FAX: 505-678-5387

E-mail: dozierf@wsmr.army.mil

Commander

U.S. Army White Sands Missile Range

ATTN: CSTE-WS-SP-O (Mr. Dozier)

100 Headquarters Avenue

White Sands Missile Range, NM 88002

Major Contractors:

NewTec (EPG)

520-459-6484, Sierra Vista, AZ

NewTec (WSMR)

505-678-0431, WSMR, NM

NCI

505-678-4415, WSMR, NM

JWK International

505-678-3489, WSMR, NM

MV Industries, Inc

505-323-1797, Albuquerque, NM

Samcon, Inc

505-271-2025, Albuquerque, NM



Internet Addresses

- **White Sands Missile Range Web Site Address:**
<http://www.wsmr.army.mil>
- **Briefing for Industry (BFI) Web Site Address:**
http://www.wsmr.army.mil/advplnme/052202/whitesandsbfi_files/frame.htm
- **Army Contracting Agency - White Sands Directorate of Contracting Web Site Address:**
<http://www.wsmr.army.mil/DOCPAGE/DOCPAGE.htm>



Internet Addresses - Con't

- **Status of Current Solicitations and Sources Sought**
Web Site Address:

http://www.wsmr.army.mil/DOCPAGE/pages/sol_stat.htm

- **WSMR Active Contracts >\$500,000** **Web Site Address:**
<http://www.wsmr.army.mil/DOCPAGE/Contracts/ActiveContracts.HTM>

- **Army SBIR** **Web Site Address:**
<http://www.aro.army.mil/arowash/rt/sbir/sbir.htm>



In Closing...

- **Business opportunities at WSMR via:**
 - ◆ **Direct Contracts**
 - ◆ **Subs to majors**
 - ◆ **Credit Card/Simplified Small Purchases**
- **E-Commerce and Internet is critical**
- **White Sands Missile Range couldn't exist without the support from contractors**
- **We thank you for your interest and support**